

Message Text

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FM SECSTATE WASHDC

TO AMCONSUL BOMBAY

UNCLAS STATE 088359

E.O. 11652: N/J

TAGS: BEXP, IN

SUBJ: INVESTMENT OPPORTUNITY: BOMBAY FIRM SEEKS TECHNICAL
KNOW-HOW TO MANUFACTURE AUTOMOTIVE ENGINE VALVES

REF: BOMBAY T-0906

1. COMMERCE HAS CONTACTED MAJOR U.S. MANUFACTURERS OF AUTOMOTIVE ENGINE VALVES RE PARTICIPATION SUBJECT PROJECT. TRW, CLEVELAND, OHIO WILLING TO MEET DHOOT IN EVENT HE PLANS VISIT U.S. ON OTHER BUSINESS. HOWEVER, FIRM NOT HIGHLY INTERESTED IN PROJECT AND STRESSES DHOOT SHOULD NOT BE ENCOURAGED VISIT U.S. JUST TO MEET WITH TRW OFFICIALS.

2. SUGGEST DHOOT SEND FURTHER DETAILS OF PROPOSAL TO A.L. BOUGHNER, T/M 2353, TRW, INC., 2355 EUCLID AVENUE, CLEVELAND, OHIO 44117. BOUGHNER WILL COORDINATE FOR TRW.

3. SEVERAL U.S. FIRMS CONTACTED ALREADY HAVE VENTURES IN INDIA AND WOULD EXPAND INTO VALVE PRODUCTPON THROUGH EXISTING PARTNERS. THEY NOTED THAT AUTOMOTIVE ENGINE VALVE TECHNOLOGY IS HIGHLY VALUED AND THEY WOULD BE HESITANT TO SIMPLY LICENSE TO FOREIGN MANUFACTURER. THEY ARE ALSO CONCERNED WITH PRESENT INDIAN INVESTMENT CLIMATE AND BELIEVE OTHER AREAS

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ARE MORE ATTRACTIVE FOR INVESTMENT IN CAPITAL INTENSIVE PRO-

JETS SUCH AS VALVES, OTHER ENGINE COMPONENTS. RUSH

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